## American Municipal Services Corporation

3740 N. Josey Lane, Suite 225, Carrollton, TX 75007 (972) 394-7200 Fax (972)394-6842 (800) 555-5160

#### <u>COLLECTION AGREEMENT</u> (Utilities, Municipal Ambulance Services, etc.)

The City of College Station, a Texas Municipal Home-Rule Corporation, hereinafter referred to as "Municipality" desires to utilize the services of American Municipal Services Corporation ("AMSC"), a Texas Corporation, to perform collection services for the Municipality as are described below and as set forth and incorporated by reference to Exhibit "A" to this Agreement, and American Municipal Services Corporation desires to undertake such collection services. Accordingly, the parties agree that their relationship be governed by the terms of this Collection Agreement.

The Municipality agrees to periodically refer to AMSC for collection accounts whereas a party or entity owes monies to the Municipality, whether for utility services, emergency ambulance service, or other services provided by the Municipality. No specific number or dollar amount of collected accounts that will be sent to AMSC is represented or guaranteed by the Municipality. AMSC agrees to diligently collect those collection accounts sent to AMSC by the Municipality. AMSC agrees to skip trace those accounts where it is determined a good address is not known, to send each debtor a minimum of four letters, and to contact each debtor by telephone in an effort to have the debtor pay the amount owed to the Municipality. AMSC will limit all telephone calls to between the hours of 8:00 am and 8:00 p.m. from Monday to Friday, and between the hours of 8:00 am and 2:00 p.m. on Saturdays. No debtor is to be phoned on Sundays. All contacts between AMSC staff and debtors are to be by telephone or by mail. No personal contacts are to ever occur. AMSC agrees to honor a debtor's request to contact the debtor during specified hours, or at a specified location. AMSC shall not in any way harass debtors.

AMSC agrees to begin work upon receipt of a delinquent file, to proceed diligently in all collection efforts, and to report progress to the Municipality on a monthly basis, in conjunction with the submission of its invoice for services. AMSC agrees to report to all major credit bureaus those referred accounts that have not been collected by AMSC

within thirty (30) days from the date of referral. Such accounts are to be reported by AMSC to the credit bureaus no later than ten (10) days following the expiration of the thirty (30) day collection effort and are to remain reported with the credit bureaus unless the Municipality expressly requests that the file be removed. Delinquent accounts not collected by AMSC within twelve (12) months from the date of the referral, shall be returned to the Municipality as uncollected accounts for which no Allowable Collection Fees will be paid, unless the Municipality has granted AMSC, in writing, an additional period of time to conclude its collection efforts, not to exceed ninety (90) days. Upon return of the file, AMSC shall cease contacting the debtor.

AMSC will arrange for all Debtors to send their payments directly to the Municipality. In the event a payment is sent to AMSC by a Debtor, AMSC will immediately forward that payment to the Municipality. AMSC agrees that it will not deposit, endorse or otherwise negotiate any funds belonging to the Municipality.

AMSC is to be paid a contingent fee of Seventeen Percent (17%) of the gross amount actually collected due to the efforts of AMSC on those Collection Accounts referred to AMSC by the Municipality. The Municipality agrees to review with AMSC on a weekly basis the amounts paid on those accounts referred to AMSC. AMSC agrees to invoice the Municipality on or about the fifth (5<sup>th</sup>) day of each month for the previous month's collections, undisputed invoices being due and payable within thirty (30) days. All expenses in the collection process, including labor, postage, telephone, skip tracing, etc. shall be paid for by AMSC. AMSC is an independent contractor, and as such is not to be in any way considered an employee, agent, or representative of the Municipality. AMSC shall have ultimate control over the execution of the work under this Agreement. AMSC shall have the sole obligation to employ, direct, control, supervise, mange, discharge, and compensate all of its employees and subcontractors, and the Municipality shall have no control of or supervision over the employees of AMSC or any of AMSC's subcontractors except to the limited extent provided for in this Agreement. AMSC shall be liable for any misrepresentations. Any negotiations by AMSC on the Municipality's behalf are binding on the Municipality only when within the scope of work contained herein and approved by the Municipality. AMSC agrees to constantly monitor their employees to insure all contacts are made in a polite and courteous manner.

AMSC is authorized to arrange payment schedules with Debtors and to authorize partial payments, provided the entire amount to be paid by the Debtor equals the total of the monies owed plus any interest or late charges and costs established by the Municipality. AMSC is authorized to report on the various National Credit Bureaus, at AMSC's expense, the unpaid amount owed the Municipality as a debt due to the Municipality.

The term of this Agreement shall be for one (1) year from the date this Agreement is fully executed. Thereafter, upon mutual consent of both parties, this Agreement may be renewed on an annual basis, under the same terms and conditions, for up to two (2)

additional one (1) year terms. The term of this Agreement may not exceed three (3) years total.

The Municipality may withdraw any collection account at any time form AMSC; however, AMSC is entitled to be paid their commission on all monies paid on any withdrawn account within sixty (60) days of the date of withdrawal. Either party to this Collection Agreement may terminate this Collection Agreement upon thirty (30) days prior written notice. Upon termination, AMSC will return all collection accounts to the Municipality within thirty (30) days from the date of notice.

Municipality: City of College Station

Address: 1101 Texas Avenue College Station, TX 77842

Contact person: Purchasing Department

PHONE: (979) 764-3500

Indemnification. AMSC agrees to and shall indemnify and hold harmless and defend the Municipality, its officers, agents, and employees from and against any and all claims, losses, damages, causes of action, suits and liability of every kind, including all expenses of litigation, court costs, and attorney's fees, for injury to or death of any person, for damage to any property, or for any breach of contract, arising out of, or in connection with the work done by AMSC under this Agreement. In the event of personal injury to or death of AMSC's employees, such indemnity shall apply regardless of whether the claims, losses, damages, causes of action, suits or liability arise in whole or in part from the negligence of the Municipality. Such indemnity shall not apply, however, to liability arising from the personal injury, death, or property damage of persons other than the AMSC or its employees where such liability is caused by or results from the negligence of the Municipality.

AMSC assumes full responsibility for the work to be performed hereunder and hereby releases, relinquishes, and discharges the Municipality, its officers, agents, and employees from all claims, demands, and causes of action of every kind and character, including the cost of defense thereof, for any injury to or death of any person (whether employees of either of the parties hereto or other third parties) and any loss of or damage to property (whether property of either of the parties, their employees, or other third parties) that is caused by or alleged to be caused by, arising out of, or in connection with AMSC's work to be performed hereunder. This release shall apply regardless of whether said claims, demands, and causes of action are covered, in whole or in part, by insurance and regardless of whether such loss, damage, injury, or death was caused in whole or in part by the negligence of the Municipality.

AMSC agrees to maintain the types and amounts of insurance required in Exhibit "B" of this Agreement throughout the term of the Agreement. AMSC agrees to obtain a Fidelity Bond or Commercial Crime Policy that meets the requirements set out in Exhibit "B". All Certificates of Insurance and endorsements, as well as the Fidelity Bond, shall be furnished to the Municipality's Representative at the time of execution of this Agreement, attached hereto as Exhibit "C," and approved by the Municipality before work commences.

This Agreement has been made under and shall be governed by the laws of the State of Texas. The parties agree that performance and all matters related thereto shall be in Brazos County, Texas.

AMSC, its employees, associates or subcontractors shall perform all the work hereunder. AMSC agrees that all of its associates, employees, or subcontractors who work on this Project shall be fully qualified and competent to do the work described hereunder. AMSC shall undertake the work and complete it in a timely manner.

The AMSC shall comply with all applicable federal, state, and local statutes, regulations, ordinances, and other laws.

No waiver by either party hereto of any term or condition of this Agreement shall be deemed or construed to be a waiver of any other term or condition or subsequent waiver of the same term or condition.

This Agreement and all rights and obligations contained herein may not be assigned by AMSC without the prior written approval of the Municipality.

If any provision of this Agreement shall be held to be invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable. If a court of competent jurisdiction finds that any provision of this Agreement is invalid or unenforceable, but that by limiting such provision it may become valid and enforceable, then such provision shall be deemed to be written, construed, and enforced as so limited.

This Agreement represents the entire and integrated agreement between the Municipality and AMSC and supersedes all prior negotiations, representations, or agreements, either written or oral. This Agreement may only be amended by written instrument approved and executed by the parties.

The parties acknowledge that they have read, understood, and intend to be bound by the terms and conditions of this Agreement.

| By: Steffed Printed Name: Gegory L. Pitchford Title: Vice President Sales Date: 09-16-03   | CITY OF COLLEGE STATION  By: Thomas Brymer City Manager Date: |
|--|---|
| APPROVED:  Cana A Robinson  City Attorney  | Date  |
| Charles Cryan, Director of Fiscal Services   | Date  |
| STATE OF TEXAS  COUNTY OF BRAZOS  This instrument was acknowledged befor , 2003, by Gregory Fragary Fragary of Anergy Fragary as (ICC President of Anergy Fragary Public, State of Texas My Commission Expires July 01, 2007 | itchford in his/her was Corp.                                 |
| STATE OF TEXAS ) ACCOUNTY OF BRAZOS )  This instrument was acknowledged before   | KNOWLEDGMENT  e me on the day of                              |
| , 2003, by <b>Thomas</b> of the <b>City of College Station</b> , a Texas hommunicipality.  | <b>Brymer</b> , in his capacity as City Manager               |
|  | Notary Public in and for the State of Texas                   |

### Exhibit "A"

Scope of Services

## Methodology Including Technical Approach and Understanding of the Scope of the Project

## The Company's Systems and Procedures

- ✓ Standard Operating Procedures covering every aspect of the operation;
- ✓ Extensive testing of new employees before hiring;
- ✓ Specialized training specifically geared toward collecting warrants and citations;
- ✓ Continued on-the-job training throughout an employee's career.
- ✓ Limited number of accounts worked by each collector to enable collectors to expend the proper among of time on each case;
- ✓ Monitoring systems in use daily;
- ✓ Salaried collectors and management with a bonus system based on consistent recovery performance;
- ✓ Incentive programs and awards as motivation for successful work achievements;
- ✓ Continuing management training, attendance at training seminars and participation at industry sponsored events;
- ✓ Research and development projects designed to test letter content, telephone scripts, paper colors, envelopes, printing, self contained mailers vs. Letters, etc, in order to find the most effective materials and techniques for collection of warrants and citations.

## Transmitting and Receiving Data Electronically

We begin processing your warrants and citations immediately upon receipt of basic information. This information may be transmitted to us either on:

- PC Diskette
- CD-ROM
- Hard Copy
- Transmitting between Computer Systems Electronically
- We can provide our personnel to make copies
- Magnetic Tape

The effective processing of delinquent accounts involves the handling and processing of large amounts of data. American Municipal Services Corporation has developed a custom computer system designed specifically to handle municipal and county collections. The input screen as well as input fields has been custom designed to speed the processing of delinquent accounts.

The AMSC system utilizes a local area network (LAN) of IBM compatible PCS operating off a Windows 2000 Professional operating System server and utilizing Microsoft Corporation's Windows 2000 professional operating System. Our collection software is a windows program that was custom designed and developed to meet the uniqueness of our task, using Alpha 5v4.3 software from the Alpha Software Corporation of Burlington, Massachusetts as our relational database. The power of our system is its true relational database. This allows flexibility in reports, data inquires and information utilization. AMSC staff continues to upgrade our software and hardware as technical advances occur in order to maintain our most advanced capabilities.

Once your city decides to utilize AMSC's services, our computer staff will meet with your computer staff to determine the most effective, efficient and practical manner to transfer data. We presently utilize a full array of methods from transfer via modem to utilizing hard copies. Our system is able to accommodate almost any system your city or county has and AMSC will cover all costs in setting up linkage to make the system work. Importing or downloading files is possible via telephone line, computer tape, diskette, CD-ROM, or scanning. We can import and export data in almost any computer language or format, whether from a mainframe computer, a network or a stand alone PC.

AMSC has found that some cities and counties have their old delinquent accounts available only in hard copy form. AMSC will provide staff to copy these records and manually enter them into our system for processing. We at AMSC are prepared to do whatever is necessary to make the transfer of data between our system and the city as painless and easy as is realistically possible. Unlike most other collection agencies which are utilizing generalized software for collection; AMSC has developed it own to maximize efficiency and error-free operation. The following is a typical screen from our system. Note that the input is laid out specifically for delinquent accounts, containing the information necessary for a collector to intelligently communicate with a defendant:

## Collection Techniques Letters and Telephone Calls

The effective management of American Municipal Services Corporation has set forth a basic collection policy by which our staff operates as well as ethical and moral boundaries to insure that we maintain the highest standards of business and professional conduct. AMSC has also implemented internal controls to ensure that all accounts are followed up in a timely fashion and in accordance with approved methods. These controls guarantee that all accounts are being worked thoroughly and in accordance with established company policy. A combination of letters and telephone calls are used to contact a defendant. All communication is done either by telephone or by mail. Our staff never meets a defendant in person.

## Skip Tracing

A significant percent of cases have moved from the address on the citation or bill have given the city an incorrect address intentionally. Without a proper address and telephone number, it is impossible to obtain additional information or make personal contact. We at AMSC have spent a considerable sum setting up state-of-the-art skip tracing capabilities and spend considerable time and effort to locate defendants. Prior to mailing our first letter, a check is run on the latest drivers license and motor vehicle records to see if a more current address is available. The first letter is the mailed using either the address which is on the citation or the drivers license or motor vehicle records address, whichever is the most recent. At any time it becomes apparent that the address we have is incorrect, either by their phone being disconnected or a letter returned, skip tracing begins promptly. Some people are easier to find than others, thus the amount of skip tracing that must be performed on each account varies. However, by using a multitude of resources, our personnel, specially trained in skip tracing will locate most defendants, regardless of where they have moved.

The first resource used in skip tracing is the information supplied by the city. Contacts are made with the defendant at the last known address. When these contacts fail to locate

an individual, more sophisticated methods are necessary. Prior to any contact, each individual is run through the driver's license and motor vehicle records database for a current address. If more is needed to locate the individual we utilize credit bureau databases, crisscross directories, city directories, telephone books and telephone CD-ROM's, and national databases. Utilizing this multitude of resources usually results in obtaining a current address and/ or current telephone number. Throughout the skip tracing process, great care is taken to insure that confidentially is maintained. Skip tracing is therefore limited to a specific group of closely monitored employees who are repeatedly trained in maintaining confidentiality.

American Municipal Services Corporation utilizes the latest, most accurate databases available. We are on-line with several, such as the three major credit bureaus, metro mail, the Donnelly System, and International Processing Services among others. We utilize the following daily:

- NCOA- National Change of Address Database
- Accumail
- ► Acollaid
- **▶** Lexis Nexus
- ► Texas Department of Public Safety
- ► State Motor Vehicle Registration
- ▶ U.S. Postal Service Change of Address
- Donnelly System Database
- ► Zebec
- Equafax
- Experian

In the majority of the cases the above resources will lead us to an address through which we will be able to contact a defendant. Once a good address is located, the account precedes through normal collection procedures.

<sup>\*</sup> Advanced skip tracing techniques are kept confidential

#### Payment Plans

In every case, AMSC request that the defendant pay the full amount owed immediately. While payment in full immediately is our goal, it is impractical to expect every defendant to be in a position to do so. It should be remembered that we are dealing with individuals who have already failed to take care of their obligation, and in most cases have a failure to appear charge pending. Many do not have the funds to pay the fine and thus do not go to court for a fear of being arrested. Whether it be bad luck, illness, unemployment, poverty, divorce, incarceration, etc. some we contact are unable to pay the full amount immediately. If there is any chance of them paying, payment plans are the best hopes. This is particularly true as fines and court cost are increasing.

Because of the above facts, AMSC strongly encourages its cities and counties to allow AMSC to set up payment plans with defendants. AMSC only sets up payment plans where it is apparent that this is the only way the defendant will be able to pay the full amount owed. Payment plans are then negotiated with each defendant, setting the amount of each payment, the frequency of each payment, and the duration of his payments. Terms of the agreed payment plan as well as follow up dates are included in the account record. Once a payment plan is agreed to, a schedule is mailed to the defendant showing the date each payment is due and the amount of each payment. Enough payment coupons are mailed with the schedule so the defendant can include a coupon with each payment, and envelopes pre-addressed to the court are included. The defendant is instructed to include a payment coupon with each payment, whether mailed or paid in person. This assists the court staff in identifying the defendant as the coupon has the defendant's name, address and the courts warrant or docket number on it. It also advises the clerk that this defendant is on a payment plan through AMSC.

All payment plans are monitored weekly. When defendant becomes seven (7) days behind on a payment, the defendant is called. If the defendant becomes thirty (30) days delinquent, a letter series begins and telephone calls continue until the matter is resolved.

## Capias. Capias Pro Fines, and Failure to appear

Collections procedures are the same for capias, capias pro fines and failure to appear warrants. Generally speaking, each represents failure to keep a promise, whether it is a failure to appear in person or failure to make a scheduled payment.

It is opinion of some that capias are easier to collect. In our experience, we have found that both capias pro fines and failure to appear warrants involve the same amount of work and present the same problems.

Our letter series and telephone contact are the same and are spaced at the same intervals as the other warrants and citations we handle.

#### Reporting to Credit Bureaus

American Municipal Services Corporation is able to report to the major credit bureaus, and uses these databases on a daily basis for skip tracing. Being that warrants and citations are not debts for personal, family or household purposes, but are fines, that are not "debt" as defined by both the Federal Debt Collection Practices Act (15 USC 1692a(5) and the various State Statues such as Texas Debt Collection Act, Vernon's Annotated Civil Statues Act. 5069-11.01(a). Not being a consumer debt warrants and citations should not be reported to the credit bureaus.

Capias Pro Fines are a debt owed to a government and are reportable. AMSC will report them as a collection account if the city so elects. Reporting is particularly useful for out of state defendants where the possibility of facing arrest for the outstanding warrant is not an immediate concern. AMSC monitors all credit reporting at regular intervals to keep all reports current and accurate.

#### **Payments**

AMSC directs all defendants to mail their payments directly to the court unless the city request otherwise. The majority of our cities and counties elect to have all monies made payable to the city and mailed directly to the court clerk. This method guarantees that the city is receiving every cent they are entitled to with no outside party having access to these funds.

Other methods of handling funds are possible. Establishment of lock boxes at banks to receive payments, and having payments sent to a special post office box in the cities name are possible. AMSC will work with the city or county to set up the method which works best for your needs. As stated above, most of our cities and counties presently have all payments sent directly to their court clerk and AMSC uses the court's records as to who has paid for billing purposes.

#### Return of Accounts

When a city or county requests the return of an account, AMSC immediately discontinues all collection activity. AMSC suspends all activity on an account, without any charge whatsoever to the city or county when any of the following occur:

The defendant is arrested;

The court dismisses the case;

The defendant is found to be deceased;

The defendant is incarcerated for a long duration;

The account was sent to AMSC in error;

The city or county decides not to pursue the matter for whatever reason.

AMSC will continue to work and rework accounts until collected. Many defendants that we are able to locate today will show up if we continually skip trace the person over a period of time. In addition, an unemployed person may find employment and desire to resolve the warrant, an ill person will regain their health, and a defendant that is incarcerated may be released. These are typical situations we meet daily which will, if pursued, often result in payment in full being eventually made.

#### Letters to the Defendant

AMSC utilizes a four letter series which has been custom created and tested for the collection of warrants and citations. The purpose of these letters is:

- 1. To provide the debtor the opportunity to immediately resolve, dispute, deny or discuss his obligations.
- 2. To determine whether or not we have debtor's current address. Skip tracing procedures will begin immediately if a letter is returned.
- 3. To advise the debtor of a toll-free number at American Municipal Services where the defendant can obtain information pertaining to his or her case.

Each letter has attached a payment coupon and return envelope, which a defendant is instructed to use when mailing in a payment. Each successive warrant letter is slightly more severe than previous one. Each emphasizes that a warrant is not a consumer debt, but is a violation of the particular statue and laws of the State. As such, the defendant is subject to arrest. Each letter has been custom written for the collection of warrants and citations. Our research shows that they are significantly more effective than a standard collection agency letter or a standard attorney letter and thus results in higher collection rates than if AMSC were to utilize a typical collection agency or attorney form letter. Following are six typical letters; the first three represent letters one, two and four in English. The second three letters are the same as the previous letter one, two and four but are in Spanish. Letter three is a self contained letter which is computer printed and has a self contained envelope. Because the letters become more forceful, they are typically in order, with letter one being the first letter sent, followed by letters two, three and the four.

The initial letter advises the defendant of the situation, the amount owed, and how he/she can resolve the problem. A toll free 800 number makes it easy to contact a collector, toll free. This letter is printed on white paper and is mailed in a white envelope. This letter, like all our letters urge the persons to call if the letter is a mistake due to prior payment, having served time in jail for the offense, being the wrong person, or for other reasons. This disclaimer provision typically finds cases where a clerical error may have been made, where a payment was not properly applied, where the person actually served time in jail but the information was never sent to the clerk's office, etc. It cleans up many records and prevents a person from being arrested due to error.

If letter one gets no response within 30 days, letter two is mailed. The second letter is printed on cream colored paper and mailed in a cream color envelope. If no response is still not forthcoming and our collectors are unable to contact the debtor by telephone, letter three is sent. This self contained letter is blue and is different than the first two letters and thus results in larger number of recipients opening it and thus a large collection rate. Letter four is the most forceful letter we send out. It is only sent if all previous attempts by both mail and telephone have failed to achieve results. It is printed on white paper and mailed in a white envelope. If any of the forgoing letters are returned by the post office, the file immediately transfers to the skip-tracing department. Extensive skip-tracing occurs by checking for the latest address the Department of Motor Vehicles shows, the latest drivers license address, the latest address the credit bureaus have, whether the Postal Service has a forwarding address, and several national databases. As soon as new address is located, the letter series begins with letter one and the file are returned to the collector for telephone contact.

#### **Telephone Contact**

While written contacts are an important part in the collection process, speaking directly to the defendant is by far the most effective contact. Our telephone collectors advise the defendant of their opportunity to resolve the debt voluntarily and let them know that this opportunity exist now and may be handled by phone and by mail. A toll free number allows defendants to contact us any time they want with out any cost to the defendant.

Telephone contact with a defendant begins immediately upon receipt of a case from your city or county. We limit calls made by our collectors to the hours of 8:00 a.m. to 8:00 p.m. and on Saturdays. The first call is placed 3 days after the first letter is being mailed. Our collectors are instructed and trained to be very polite, helpful and cooperative in seeking a complete resolution of this matter. Our goal is to collect the full amount owed to the city or county without alienating or offending the defendant.

AMSC believes in the importance of continued telephone efforts to contact debtors. If no telephone numbers are provided us by the city, we make a very serious attempt to locate the defendants by telephone number. We utilize telephone company directory assistance, telephone numbers on CD-ROM, credit reports with telephone numbers, the defendant's employer's phone number, Metro mail database and the Donnelly Company database, Xebec private detective database or Texas Drivers License records. Follow up calls are made as needed. If the defendant has a Spanish surname, a collector fluent in Spanish makes the initial call. Each defendant is contacted by telephone at least every thirty days until a resolution of the case is agreed to.

Our telephone collectors are highly trained in dealing with defendants in a reasonable, polite, yet firm businesslike manner. They are also thoroughly trained in working with the designated contact person with your city or county or court, as it is often necessary to verify information in the event a defendant disputes the debt or claims to have already paid the fine, served time in jail, had the case dismissed, performed community service, or took a defensive driving course. Any changes in State or local laws which have an effect on the collection of warrants and citations are immediately announced to our staff. Likewise, any procedural changes by your city which affect the collection of warrants and citations will immediately be brought to our staff.

Once contact with the defendant has been made, AMSC gathers information necessary to determine the defendant circumstances. The following is an example of some of the information that we record in our records in order to assist in collecting the city or county's debt:

- ► Current Address and telephone number
- ► Current Employer and telephone number
- ► Ability to pay in full today
- ► How often defendant is paid

AMSC will then ask for immediate payment of the full amount owed. If the defendant can pay the amount owed in full immediately, the defendant is instructed to mail the payment directly to the city in the pre-addressed envelope provided with the letter and send the payment coupon attached to the bottom of the letter. In the event it becomes apparent that the defendant can not pay the full amount today, a payment plan is set up outlined in section 4 below provided your court accepts payments. Guidelines as to minimum payments, length of payment plans, etc. are strictly followed.

## **Customer Service methodology of Contacts - Handling Customers Questions and Answers**

One of the greatest strengths of American Municipal Services Corporation is its well trained staff. The entire staff participates in weekly training sessions designed to maintain our collection skills, improve computer usage, and learn of changes in statutes and regulations.

#### AMSC collectors are trained in the following areas:

- 1. Handling Disputes
- 2. Collection Software
- 3. Company Policy
- 4. Telephone Technique
- 5. Negotiating a payment schedule
- 6. Skip trace Procedures and Techniques
- 7. Understanding Client Strategy
- 8. Financial Counseling
- 9. Federal and State Collection Statutes
- 10. American Collectors Assoc. Training Materials
- 11. Responses to and rebuttal to a defendant
- 12. Applicable Statues and Laws

Our collectors are monitored and evaluated daily to insure compliance to our strict policies and to insure performance goals being achieved within established guidelines. At AMSC providing employee training is a serious matter which receives a high priority.

## Handling Non – English Speaking Defendants

AMSC has staff members with extensive bilingual capabilities both written and verbal. AMSC has representatives able to speak English, Spanish, Chinese, and Vietnamese. When properly identified, AMSC utilizes a letter series in Spanish, thus avoiding the obstacle of a language barrier – again resulting in a greater number of defendants reading the mail and thus, greater collection results.

## Adequacy and Sophistication of Telephone Resources

American Municipal Services Corporation utilizes an AT&T Merlin phone system connected to a full, high speed T-1, with phone lines dedicated to fax machines and separate lines dedicated to computer data transfer. Our computer system is connected to a high speed, wide broadband, Internet connection with a bandwidth of 768K. All lines may be reached by a toll free (800) number. We have built in conference calling facilities, and all lines are connected to voice mail during after hours when the office is not open. All lines are provided by logics Communication Fiber Optic System. All Phone and data lines have 768K bandwidth. All data is distributed by Linksys 12 channel router.

Our Alpha 5.0 relationship database used by our collectors has a built in auto dialer for placing calls from an existing file. We have access to a predictive dialer but do not utilize it as our research has shown that collections are higher by almost 30 percent if a collector manages their calls and takes whatever time is needed with the defendant to resolve the problem. This also improves good will and satisfaction on the part of the defendant towards the city. Thus, we do not use the predictive dialer and prefer to maximize our collection rate by collector dialing and selection of calls even though this is a more costly process.

## Procedures for Data Transfer to / from City

AMSC is capable of accepting data either by floppy disk, computer tape, hard copy, data transfer over the internet, or by modern over telephone lines. We use each of the above data transfer methods depending on the volume to be transferred and the form the city has the data. For larger city's we suggest transferring the data via high speed internet as we have a 468K bandwidth capable of handling large volumes of data quickly, accurately and securely.

#### **Record Pretension Capabilities**

Our entire system is backed up each evening at midnight. Tapes are stored off premises daily. Tapes are rotated every 60 days and we have full system back up available for every day of the preceding two months. We maintain a historical file on closed cases for two years from the date of closure. Our hard drives operate using Adaptec ATA Raid 2400A SCSI level 5 systems. This array protects against hard drive failure as the other two hard drives would take over with no loss of data or time in the case of disk failure. Our system has over 400 gigabytes of disk storage capabilities and is expandable to over 1000 gigabytes of storage.

#### Reports Provided to the City

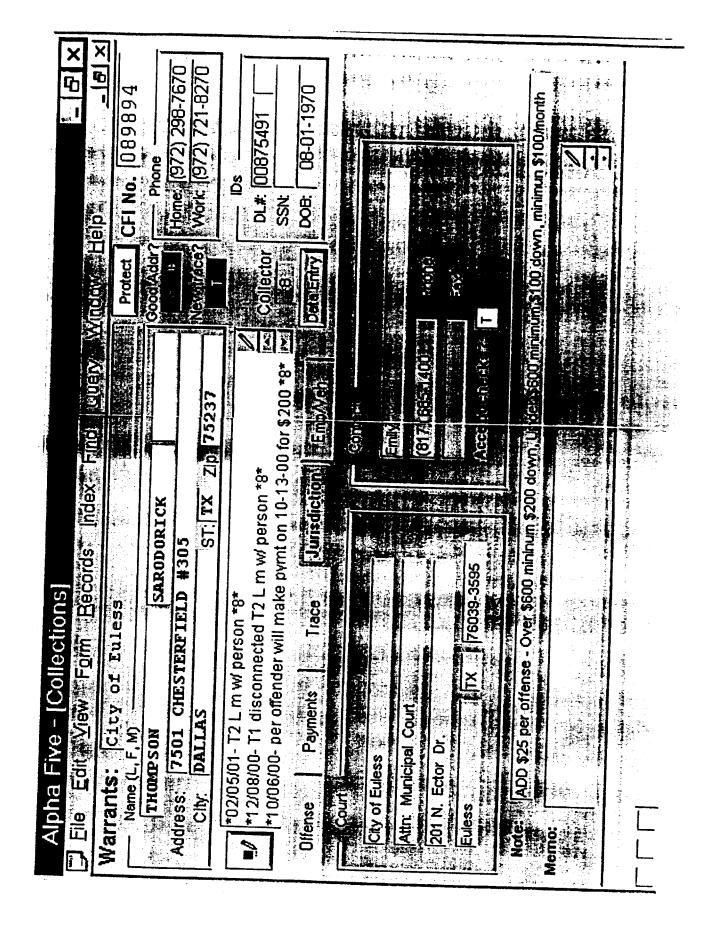
Alpha 5v4.3 allows us to prepare almost any type of report for management usage or for our cities and counties assistance.

A typical report lists the outstanding warrants we are handling for a city. We can prepare reports in alphabetical order, warrant number order, date received, or almost any combination of data required. Reports can be customized to meet the specific needs of a city.

With each data transfer from the city to AMSC we will provide a summary of the data to the city giving the number of files transferred, the size of the case numbers of files and the case numbers of each case transferred. We provide the city with a collection report each month on the amount collected, which accounts paid, accounts that are delinquent on payment plans, the accounts that were closed and the reason for closure. We also invoice the city during the first week of the month and the statement gives the name of the defendant, the case number, the date paid, the amount paid. Each month we will provide the city with a complete report showing all active cases and the current balance owed.

## Flexibility in Meeting Cities Reporting Needs

Our database system has enormous flexibility and capability in providing reports. We should be able to provide the City of Galveston with any report the city desires and in the format required. Our computer programmers are available full time to provide multiple formatting and information the city would find helpful. In-house computer programming skills and the flexibility of our computer network makes meeting your cities needs a fast and easy process.



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| CFI No.   089894   Phone   Paid Charges   D.#   D0875491   SSN   D08.   D8-01-1970   D08.   D8-01-1970   D09.   D8-01-1970   D09.   D8-01-1970   D9-09.   D8-01-1970   D9-09.   D8-01-1970   D9-09.   D8-01-1970   D9-09.   D8-01-1970   D9-09.   D8-01-1970   D9-09.   D8-01-1970   D8-01-1970   D9-09.   D8-01-1970   D9-09.   D8-01-1970   D8-09.   D8-01-1970   D8-09.      |
| CFI No. (089894  CFI No. (089894  Phone (972) 298-767  Nork: (972) 721-827  IDS  DL#: (00875491   1,364.75  Total Charges  Total Charges  Total Charges  Total Charges  SSN: (0.00  Dob: 1,364.75  Paid through AMSC  Soo.00  Eurrent Balance  Source Residuace  |
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| No Search |
| D 75237  O for \$200 *8* [**  Emi /// [**  10/23/2000  10/23/2000  |
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| 08-01-1970<br>08-01-1970   |
| CFI No. [089894<br>Home: [972) 298-7670<br>Work: [972) 721-8270<br>DL#: [00875491   185N: [1970]   1970  |
| CFI No.   089894   Phone   Phone   (972) 298-76   Work: (972) 721-82   DL#   (00875491   SSN:   DOB:   |
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| Pha Five - [ e. Editt View  ants: [City Name (L.F.M)  THUMPSON  ess: [7501 City 12/08/00- 71 dis 10/06/00- per on  we   Paymen  we   Pa   |
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| Warran Warran Name: City City Source:  |
|  |

# American Hunicipal Services Corporation 3740 N Josev Lane, Suite 225, Carrollton, TX 77007

(972) 394-7200 Fax: (972) 394-6842

City of Waco Attn: Municipal Court PO Box 2570 Waco, TX 76702

## **STATEMENT** Month of August, 2002

| Last Name | First Name  | Warrant Number         | Amount Paid |
|-----------|-------------|------------------------|-------------|
| AGUILAR   | DORA        | G47374-1               | 25.00       |
| AGUILAR   | JESSE       | 106366A-1              | 60.00       |
| ALLEN     | AMY         | G76875A-1              | 136.00      |
| ALMANZA   | JOSE        | I01064A-1              | 60.00       |
| AMEZCUA   | CARLOS      | 107561A-1              | 210.00      |
| AMEZCUA   | CARLOS      | 107561A-1              | 95.00       |
| ANDERSON  | BRANDI      | G09259-1               |             |
| ANDERSON  | CHRISTY     | /10102B-1              | 91.00       |
| ANDERSON  | MICHAEL     | 101008A-1              | 100.00      |
| ANDERSON  | WILLIAM     | 103267A-1              | 200.00      |
| ANDRADE   | BRENDA      | E81234-1               | 50.00       |
| ANDRADE   | CHRISTOPHER | G28430A-1              | 100.00      |
| ANTUNEZ   | ANTONIA     | 124846A-1              | 69.00       |
| ARIAS     | SOCORRO     | G42874-1               | 92.00       |
| BAKER     | ROBINETTE   | G20586-1               | 37.00       |
| BAKER     | ROBINETTE   | G20586-1               | 212.00      |
| BAKER     | ROBINETTE   | G20586-1               | 118.00      |
| BALDWIN   | SCOTT       | 109243A-1              | 170.00      |
| BALDWIN   | scorr       | 109243A-1              | 179.00      |
| BAREFIELD | LILLIAN     | 104213A-1              | 95.00       |
| BARNES    | CAROL       | G79989A-1              | 285.00      |
| MRNES     | CAROL       |                        | 100.00      |
| ARNES     | ELIZABETH   | G79989A-1              | 235.00      |
| ARNES     | ROSILAND    | G60994A-1<br>G72940A-1 | 225.00      |
| ARNES     | ROSILAND    | G72940A-1              | 50.00       |
| ARRIENTEZ | AUDREY      |                        | 100.00      |
| ARTLEY    | BRANDON     | E83446-1               | 118.00      |
|           |             | G66368-1               | 201.25      |

| VELIZ           | First Name  | Warrant Number | Amount Paid    |
|-----------------|-------------|----------------|----------------|
|                 | JOSE        | G33962-1       | 100.00         |
| VILCHIS         | JAVIER      | l10191A-1      | 125.00         |
| VILLAREAL       | ALEXANDRA   | G66977A-1      | 151.00         |
| VILLARREAL      | ANNA        | G74778A-1      | <b>75.0</b> 0  |
| VOLNEY          | COURTNEY    | G73501-1       | 145.00         |
| VU              | DON         | 107777A-1      | 95.00          |
| WAITS           | RODERICK    | G76492A-1      | 100.00         |
| WALKER          | ANNETTE     | E63297-1       | 50.00          |
| WALLACE         | BRENDA      | G36920A-1      | 25.00          |
| WALLACE         | JOHN        | E84257-1       | 6.00           |
| WALTON          | ANTHONY     | G65505A-1      | 125.00         |
| WALTON          | HARLEM      | W03349A-1      |                |
| WATSON          | HOLLIE      | G77910A-1      | 75.00          |
| WEST            | ELIZABETH   | G51137-1       | 100.00         |
| WEST            | ELIZABETH   | G51137-1       | 100.00         |
| WEST            | ELIZABETH   | G51137-1       | 57.00          |
| VHITE           | JERRY       | /11183A-1      | 18.00          |
| VHITE .         | SHENEE      | G20927-1       | 100.00         |
| VHITE           | SHENEE      | G68254A-1      | 78.00          |
| VHITE JR        | HAROLD      | E95035-1       | 25.00          |
| VHITEHEAD       | TERARIUS    | D88836-1       | <b>200</b> .06 |
| VILEY           | KENNETH     | E52864-1       | 91.0C          |
| /ILEY           | KENNETH     |                | 200.00         |
| <b>ILKERSON</b> | JACQUELINE  | W03519B-1      | 50.00          |
| /ILLIAMS        | BRODERICK   | G47585A-1      | 50.00          |
| 'ILLIAMS JR     | RUDOLPH     | E86115-1       | 8.00           |
| ILSON           | LISA        | G18157-1       | 75.00          |
| OLF             | VICTORIA    | G46494A-1      | 25.00          |
| OMACK           | STEVEN      | E97878-1       | 250.00         |
| PEZ             | NIKOLE      | G48896A-1      | 25.00          |
| DRK             | MICKEY      | G33707A-1      | 50.00          |
| DUNG            | GARY        | G25458-1       | 100.00         |
| )W              | MATTHEW     | 108760A-1      | 150.00         |
| LMER            | GREGORY     | /10216A-1      | 100.00         |
| MERMAN          | SHANNON     | G77129A-1      | 60.0G          |
|                 | OLIVIAIAOIA | Y00311-1       | 25.00          |

AMOUNT COLLECTED:

Page: 18

TOTAL COLLECTED:: \$69,289.00

WARRANTS CAPIAS TOTAL \$49,689.00 \$19,600.00 \$69,289.00

**COLLECTION RATE:** 0.1700 0.1700

FEES CURRENTLY DUE: \$8,447.13 \$3,332.00 \$11,779.13

TOTAL FEES DUE \$11,779.13

## Responses to Auditor Inquiries and Conformation Request

Request from our clients are always our top priority at AMSC. With our reporting capability being very complete and flexible, we will be able to provide any information requested. Our corporation operations are audited yearly by the CPA firm of Eisenstark & Stukey, LLP of Grapevine, Texas and any information or data from this CPA firm is always available to our clients.

## References

| City/Court  | Contact                              | Telephone     |
|---|--------------------------------------|---------------|
| City of Euless (1995)                                 | Teresa Alexander<br>Court Manager    | (817)267-4403 |
| City of Waco (1998)                                   | Janice Andrews Finance Director      | (254)750-5769 |
| City of Hedwig Village (1995)                         | David M. Barber<br>Police Chief      | (713)461-4797 |
| City of Mt. Vernon & (1995)<br>Franklin County (1995) | Honorable Judge<br>Paul Lovier       | (903)537-4644 |
| City of Paris (1995)                                  | Yvonne Chance<br>Court Administrator | (903)737-4105 |
| City of Watauga (2000)                                | Alicia St. Cyr<br>Court Clerk        | (817)514-5820 |
| City of Sugarland (2001)                              | Jenell Kucera<br>Court Administrator | (281)645-3906 |
| City of West Tawakoni (1995)                          | Honorable Judge Leuze                | (903)645-3906 |

ADDITIONAL REFERENCES AVAILABLE UPON REQUEST

American Municipal Services Corporation

#### Exhibit "B"

#### **Insurance Requirements**

## Commercial General Liability, (a.k.a.) Public Liability

Coverage limit to be \$2 million aggregate with \$1 million per occurrence.

This coverage will provide liability coverage for the following:

Fire Damage Liability, \$100,000 minimum

Medical Expense, \$5,000 minimum

Personal & Advertising Injury \*\* Being added/endorsed onto policy\*\*

Products & Completed Operations with Separate Aggregate

Contractual Liability

Host Liquor Liability

Explosion, Collapse, Underground

#### Fidelity Bond or Commercial Crime Policy

Minimum coverage limit on either option \$50,000.00.

All other insurance requirements are waived per Risk Management.

### Exhibit "C"

Certificate(s) of Insurance

|               | _<br>C(  | ORD CERTIF  | ICATE OF LIA  | BILITY   | INS      | URANCE                               |  | DATE<br>09/23/2003                    |
|---------------|----------|---|---|--|----------|--------------------------------------|--|---------------------------------------|
| PRODI         | JCER     | Insurance Exchange                                |   | ONL  | Y AND    | CONFERS NO                           | RIGHTS UPON TH                                 | ND EXTEND OR                          |
| Tex<br>^==    | 25<br>D^ | vis Blvd #600                                     | _   | ALT  | ER THE   | COVERAGE AF                          | ORDED BY THE POLI                              | ICILO DECOTT.                         |
|               |          | _ m9  | 76002-  |  |          |                                      | FFORDING COVERAG                               | í <b>E</b>                            |
| Sou           | thl      | ake TX  | 76092-  | INSURE   | RA: NAU  | TILUS INSUR                          | ANCE COMPANY                                   |                                       |
| NSUF          | £D.      |   | TORR CORP.  | INSURE   | R B:     |                                      |  |                                       |
| AME           | RIC      | CAN MUNICIPAL SERV<br>1. JOSEY LANE STE#          | 225   | INSURE   | R C:     |                                      |  |                                       |
| 374           | 0 1      | (. JUSEI LAME BIAW                                |   | INSURE   | RD:      |                                      |  |                                       |
| <b>43</b> E   | DΛT      | LLTON TX  | 75007-  | INSURE   | RE:      |                                      |  |                                       |
| 201           | EDA      | CES   |   |  |          | E FOO THE DOLLO                      | PERIOD INDICATED NO                            | TWITHSTANDING ANY                     |
| REC           | JUIR     | EMENT, TERM OR CONDITION                          | BELOW HAVE BEEN ISSUED TO TH<br>OF ANY CONTRACT OR OTHER DO<br>POLICIES DESCRIBED HEREIN I<br>E BEEN REDUCED BY PAID CLAIMS | S SUBJECT TO   | ALL TH   | IE TERMS, EXCLUS                     | SIONS AND CONDITIONS                           | OF SUCH POLICIES.                     |
| INSR          | STIE     | TYPE OF INSURANCE                                 | POLICY NUMBER   | POLICY EI  | ADDAYY)  | POLICY EXPIRATION<br>DATE (MM/DD/YY) | LIM  | T - 000 000                           |
| LTR           | GEN      | ERAL LIABILITY                                    |   |  | /        | / /                                  | EACH OCCURRENCE                                | \$ 1,000,000                          |
|               |          | COMMERCIAL GENERAL LIABILITY                      |   |  |          |                                      | FIRE DAMAGE (Any one fire)                     | \$ 50,000                             |
| A             | -        | CLAIMS MADE  OCCUR                                | NC286891  | 09/15  | /2003    | 09/15/2004                           | MED EXP (Any one person)                       | s 1,000,000                           |
| •             | $\vdash$ | \ \   |   |  |          |                                      | PERSONAL & ADV INJURY                          | \$ 1,000,000                          |
|               | Н        |   |   | /  | /        | / /                                  | GENERAL AGGREGATE                              |                                       |
|               | GEN      | IL AGGREGATE LIMIT APPLIES PER:                   |   |  | _        |                                      | PRODUCTS - COMP/OP AGG                         | 3 5                                   |
| _             |          | POLICY JECT LOC                                   |   |  | /        | 11                                   | COMBINED SINGLE LIMIT                          |                                       |
| ŀ             |          | ANY AUTO  |   |  |          |                                      | (Ea accident)                                  | \$                                    |
| 1             |          | ALL OWNED AUTOS                                   | İ   | /  | /        | / /                                  | BODILY INJURY                                  | e                                     |
| 1             |          | SCHEDULED AUTOS                                   |   |  |          |                                      | (Per person)                                   | -                                     |
|               |          | HIRED AUTOS                                       |   | /  | /        | / /                                  | BODILY INJURY                                  |                                       |
| 1             |          | NON-OWNED AUTOS                                   |   |  | ,        |                                      | (Per accident)                                 | -                                     |
|               |          |   |   |  | <i>'</i> | / /                                  | PROPERTY DAMAGE<br>(Per accident)              | 5                                     |
| ┝╌            | 0.4      | RAGE LIABILITY                                    |   |  |          |                                      | AUTO ONLY - EA ACCIDENT                        | T   8                                 |
|               | - 0      | ANY AUTO  |   | /  | /        | / /                                  | OTHER THAN EA ACT AUTO ONLY:  AG               |                                       |
| <b>—</b>      | ╁        |   |   | 1  | 7        | 1//                                  | EACH OCCURRENCE                                | \$                                    |
| 1             | EX       | CESS LIABILITY CLAIMS MADE                        |   |  |          |                                      | AGGREGATE                                      | \$                                    |
|               | -        | OCCUR CLAIMS MADE                                 |   | l  |          |                                      |  | <u> </u>                              |
| 1             | -        | DEDUCTIBLE  |   | 1 /  | /        | / /                                  |  | <u> </u>                              |
|               | -        | RETENTION \$                                      |   |  |          |                                      | 1 445 0 101                                    | <u> </u>                              |
| <b> </b>      | W        | PLOYERS LIABILITY                                 |   |  | 1        | / / /                                | TORY LIMITS OF                                 | TH-<br>R                              |
| 1             | EM       | PLOTERS LIABILITY                                 | 1   |  |          |                                      | E.L. EACH ACCIDENT                             | s                                     |
| 1             |          |   |   | /  | /        | / /                                  | E.L. DISEASE - EA EMPLOY                       | · · · · · · · · · · · · · · · · · · · |
| ł             | 1        |   |   |  |          |                                      | E.L. DISEASE - POLICY LIN                      | nt is                                 |
|               | 01       | HER   |   | /  | /        | ///                                  |  |                                       |
|               |          |   | WEHICLES/EXCLUSIONS ADDED BY END<br>DED AS AN ADDITIONAL INS  |  |          |                                      | OLICY. COVERAGE SE                             | IALL NOT BE                           |
|               |          | ・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・・             | DED AS AN ADDITIONAL ISS<br>D, REDUCED IN COVERAGE OF<br>CCK BEING MAILED TO THE C  | K LIMITS SA  | CEPI ~   | AIDK 30 DETT -                       | JIVA MAIIIAN AVIA                              |                                       |
| C             | RTI      | FICATE HOLDER A                                   | DOITIONAL INSURED; INSURER LETTER:  |  | NCELL    |                                      |  |                                       |
|               |          |   | BL  |  | PIRATION | DATE THEREOF, T                      | DESCRIBED POLICIES BE<br>THE ISSUING INSURER W | II'I' <b>XIQOOXQOOXX</b> X MAII       |
|               |          |   | K 73  | -03 3  |          |                                      | THE CERTIFICATE HOLDER                         |                                       |
| P.O. BOX 9960 |          |   |   | XIKAN MENDISAO OBERRIK RANCHRAFER IMANOKIEK<br>XENDOLEK VERDEN BEOEKOKIK MURRIEK MIK REFRANKARIK REKTURIK PIKAN YAK XAKIRA NERIN XAK |          |                                      |  |                                       |
|               |          |   |   |  |          |                                      |  |                                       |
|               |          |   |   | \w_  | THORIZED | REPRESENTATIVE                       | //   |                                       |
| L             |          | COLLEGE STATION                                   | TX 77842-   |  |          | 4                                    | @ACO   | RD CORPORATION 19                     |
|               |          | D <b>25-S (7/97)</b><br>  <b>\$025S</b> (9910).01 | ELECTRON  | IC LASER FORMS,  | INC (800 | 0)327 (545                           | ( )  | Page 1                                |

#### PERFORMANCE BOND

KNOW ALL MEN BY THESE PRESENTS, that we, <u>AMERICAN MUNICIPAL SERVICES CORPORATION</u>, as Principal, and **Travelers Casualty And Surety Company of America**, licensed to do business in the State of Texas, as Surety, are held and firmly bound unto <u>CITY OF COLLEGE STATION</u>, <u>TEXAS</u> (Obligee), in the penal sum of <u>FIFTY THOUSAND</u> (\$50,000.00) Dollars, lawful money of the United States of America, for the payment of which sum, well and truly to be made, the Principal and Surety do bind themselves, their heirs, executors, administrators, and successors and assigns, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH, that whereas the above bounden Principal has entered into a certain written Contract with the above named Obligee, effective the 12<sup>TH</sup> day of SEPTEMBER, 2003, for COLLECTIONS on behalf of CITY OF COLLEGE STATION, TEXAS and more fully described in said Contract, a copy of which is attached, which Agreement is made a part hereof and incorporated herein by reference, except that nothing said therein shall alter, enlarge, expand or otherwise modify the term of the bond as set out below.

NOW, THEREFORE, if Principal, its executors, administrators, successors and assigns shall promptly and faithfully perform the Contract, according to the terms, stipulations or conditions thereof, then this obligation shall become null and void, otherwise to remain in full force and effect. This bond is executed by the Surety and accepted by the Obligee subject to the following express condition:

Notwithstanding the provisions of the Contract, the term of this bond shall apply from <u>SEPTEMBER 12</u>, 20<u>03</u>, until <u>SEPTEMBER 12</u>, 20<u>04</u>, and may be extended by the Surety by Continuation Certificate. However, neither nonrenewal by the Surety, nor the failure or inability of the Principal to file a replacement bond in the event of nonrenewal, shall itself constitute a loss to the obligee recoverable under this bond or any renewal or continuation thereof. The liability of the Surety under this bond and all continuation certificates issued in connection therewith shall not be cumulative and shall in no event exceed the amount as set forth in this bond or in any additions, riders, or endorsements properly issued by the Surety as supplements thereto.

| Sealed with our seals and dated this $\underline{12^{TH}}$ d | ay of <u>SEPTEMBER</u> , 20 <u>03</u>            |
|--|--|
| Johns Da   | Buson L Stateman (Seal)                          |
| (Witness)  | VP- SALES (Title)                                |
| , (yamaa)  | , ,  |
| Catherine O Sehoe  | Travelers Casualty And Surety Company of America |
| (Attest)   | CLARK P. FITZ-HUGH (Attorney -in-Fact)           |
| Agreed and acknowledged this day of                          | , 20   |
| (011:  | (Witness)  |
| (Obligee)  |  |

# TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA TRAVELERS CASUALTY AND SURETY COMPANY FARMINGTON CASUALTY COMPANY Hartford, Connecticut 06183-9062 TRAVELERS CASUALTY AND SURETY COMPANY OF ILLINOIS Naperville, Illinois 60563-8458

## POWER OF ATTORNEY AND CERTIFICATE OF AUTHORITY OF ATTORNEY(S)-IN-FACT

KNOW ALL PERSONS BY THESE PRESENTS, THAT TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA, TRAVELERS CASUALTY AND SURETY COMPANY and FARMINGTON CASUALTY COMPANY, corporations duly organized under the laws of the State of Connecticut, and having their principal offices in the City of Hartford, County of Hartford, State of Connecticut, and TRAVELERS CASUALTY AND SURETY COMPANY OF ILLINOIS, a corporation duly organized under the laws of the State of Illinois, and having its principal office in the City of Naperville, County of DuPage, State of Illinois, (hereinafter the "Companies") hath made, constituted and appointed, and do by these presents make, constitute and appoint: R. Tucker Fitz-Hugh, Alfred Westergard, Jr., Clark P. Fitz-Hugh, Darlene A. Bornt, Eloise B. Farnsworth, Linda A. Bourgeois, Katherine B. Werner, William R. Eustis, Candice T. Gros, Elizabeth C. Labat or Catherine C. Kehoe \* \*

of New Orleans, LA, their true and lawful Attorney(s)-in-Fact, with full power and authority hereby conferred to sign, execute and acknowledge, at any place within the United States, or, if the following line be filled in, within the area there designated the following instrument(s):

by his/her sole signature and act, any and all bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking and any and all consents incident thereto

and to bind the Companies, thereby as fully and to the same extent as if the same were signed by the duly authorized officers of the Companies, and all the acts of said Attorney(s)-in-Fact, pursuant to the authority herein given, are hereby ratified and confirmed.

This appointment is made under and by authority of the following Standing Resolutions of said Companies, which Resolutions are now in full force and effect:

VOTED: That the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President, any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary may appoint Attorneys-in-Fact and Agents to act for and on behalf of the company and may give such appointee such authority as his or her certificate of authority may prescribe to sign with the Company's name and seal with the Company's seal bonds, recognizances, contracts of indemnity, and other writings obligatory in the nature of a bond, recognizance, or conditional undertaking, and any of said officers or the Board of Directors at any time may remove any such appointee and revoke the power given him or her.

VOTED: That the Chairman, the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President may delegate all or any part of the foregoing authority to one or more officers or employees of this Company, provided that each such delegation is in writing and a copy thereof is filed in the office of the Secretary.

VOTED: That any bond, recognizance, contract of indemnity, or writing obligatory in the nature of a bond, recognizance, or conditional undertaking shall be valid and binding upon the Company when (a) signed by the President, any Vice Chairman, any Executive Vice President, any Senior Vice President or any Vice President, any Second Vice President, the Treasurer, any Assistant Treasurer, the Corporate Secretary or any Assistant Secretary and duly attested and sealed with the Company's seal by a Secretary or Assistant Secretary, or (b) duly executed (under seal, if required) by one or more Attorneys-in-Fact and Agents pursuant to the power prescribed in his or her certificate or their certificates of authority or by one or more Company officers pursuant to a written delegation of authority.

This Power of Attorney and Certificate of Authority is signed and sealed by facsimile under and by authority of the following Standing Resolution voted by the Boards of Directors of TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA, TRAVELERS CASUALTY AND SURETY COMPANY, FARMINGTON CASUALTY COMPANY and TRAVELERS CASUALTY AND SURETY COMPANY OF ILLINOIS, which Resolution is now in full force and effect:

VOTED: That the signature of each of the following officers: President, any Executive Vice President, any Senior Vice President, any Vice President, any Assistant Vice President, any Secretary, and Assistant Secretary, and the seal of the Company may be affixed by facsimile to any power of attorney or to any certificate relating thereto appointing Resident Vice Presidents, Resident Assistant Secretaries or Attorneys-in-Fact for purposes only of executing and attesting bonds and undertakings and other writings obligatory in the nature thereof, and any such power of attorney or certificate bearing such facsimile signature or facsimile seal shall be valid and binding upon the Company and any such power so executed and certified by such facsimile signature and facsimile seal shall be valid and binding upon the Company in the future with respect to any bond or undertaking to which it is attached.

IN WITNESS WHEREOF, TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA, TRAVELERS CASUALTY AND SURETY COMPANY, FARMINGTON CASUALTY COMPANY and TRAVELERS CASUALTY AND SURETY COMPANY OF ILLINOIS have caused this instrument to be signed by their Senior Vice President, and their corporate seals to be hereto affixed this 4th day of December, 1999.

STATE OF CONNECTICUT

}SS. Hartford

COUNTY OF HARTFORD

TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA
TRAVELERS CASUALTY AND SURETY COMPANY
FARMINGTON CASUALTY COMPANY
TRAVELERS CASUALTY AND SURETY COMPANY OF ILLINOIS









George W. Thompson Senior Vice President

On this 4th day of December, 1999 before me personally came GEORGE W. THOMPSON to me known, who, being by me duly sworn, did depose and say: that he/she is Senior Vice President of TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA, TRAVELERS CASUALTY AND SURETY COMPANY, FARMINGTON CASUALTY COMPANY and TRAVELERS CASUALTY AND SURETY COMPANY OF ILLINOIS, the corporations described in and which executed the above instrument; that he/she knows the seals of said corporations; that the seals affixed to the said instrument are such corporate seals; and that he/she executed the said instrument on behalf of the corporations by authority of his/her office under the Standing Resolutions thereof.



Marie c Tetreauet

My commission expires June 30, 2001 Notary Public Marie C. Tetreault

#### CERTIFICATE

I, the undersigned, Assistant Secretary of TRAVELERS CASUALTY AND SURETY COMPANY OF AMERICA, TRAVELERS CASUALTY AND SURETY COMPANY and FARMINGTON CASUALTY COMPANY, stock corporations of the State of Connecticut, and TRAVELERS CASUALTY AND SURETY COMPANY OF ILLINOIS, stock corporation of the State of Illinois, DO HEREBY CERTIFY that the foregoing and attached Power of Attorney and Certificate of Authority remains in Certificate of Authority, are now in force.

Signed and Sealed at the Home Office of the Company, in the City of Hartford, State of Connecticut. Dated this SEPTEMBER . 2003











Kori M. Johanson

Assistant Secretary, Bond